

## Message Text

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ACTION SS-25

INFO OCT-01 ISO-00 /026 W

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R 271449Z JUN 75

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 4859

C O N F I D E N T I A L CAIRO 6398

EXDIS

PLEASE PASS DOD/ISA FOR INFO

E.O. 11652: GDS

TAGS: BEXP EG

SUBJECT: E-SYSTEMS SALES OF NON-LETHAL EQUIPMENT  
TO EGYPT

REF: A. CAIRO 10559, DEC 28, 1974 B. STATE 786

1. DEPT WILL RECALL EXCHANGES CONCERNING E-SYSTEMS' SELF-STYLED REPRESENTATIVE, A. GARIN, WHO VISITED EGYPT IN DEC, 1974, AS REPORTED REFTELS. ALFRED C. HERRARA, DIRECTOR, INTERNATIONAL MARKETING FOR E-SYSTEMS COMPANY OF DALLAS, TEXAS, BRIEFED US JUNE 27 ON OUTCOME OF FIRST VISIT TO EGYPT BY BONA FIDE E-SYSTEMS REP. AS BACKGROUND, HERRARA EXPLAINED HE HAD BEEN CONTACTED BY EGYPTIAN MILITARY ATTACHE IN WASHINGTON REGARDING SALE OF SOME TWO THOUSAND RADIOS, WHICH HE DESCRIBED AS E-SYSTEMS SPECIALITY, TO EGYPTIAN ARMED FORCES. E-SYSTEMS COMPILED PACKAGE PROPOSAL AND HERRARA BROUGHT IT TO EGYPT. DURING VISIT HE MET WITH DIRECTOR OF PROCUREMENT COLONEL BAGHAT AND RECEIVED FAVORABLE RECEPTION. BAGHAT NOW STUDYING PROPOSAL AND IF REPLY IS POSITIVE, E-SYSTEMS WILL REQUEST EXPORT LICENSE AND PERMISSION TO MAKE DEMONSTRATION IN EGYPT. ACCORDING TO HERRARA HE HEARD, WHILE IN CAIRO, THAT FRENCH ALSO INTERESTED IN SELLING RADIOS IN EGYPT.

2. HERRARA SAID THAT HE HAS KEPT IN CLOSE TOUCH WITH MUNITIONS  
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CONTROL OFFICE. WHILE HE HAD RECEIVED NO COMMITMENTS, HE

HAD IMPRESSION THAT STATE AND DEFENSE FAVORABLY DISPOSED TO RADIO SALE.

3. WHILE HERE, HERRARA RECEIVED WORD THAT APPROVAL HAD BEEN GRANTED FOR RELEASE OF TECHNICAL DATA WITH VIEW TO ARRANGING A CONTRACT FOR SALE OF RECONNAISSANCE CAMERA AND CAMERA POD TO EGYPT. CAMERA POD IS E-SYSTEMS PRODUCT, BUT IS ONLY ABOUT 10 PERCENT OF SALE VALUE. HE SAID HE WAS SURPRISED TO HERE THAT APPROVAL GRANTED, BUT FELT THAT THIS AUGURED WELL FOR MAJOR RADIO DEAL.

4. PLEASE ADVISE WHETHER SUCH RADIO SALE LIKELY BE APPROVED. IF NOT, HERRARA SHOULD BE DISCOURAGED FROM DISCUSSING SUBJECT WITH GOE. FROM HERE, HOWEVER, THERE WOULD SEEM TO BE NO GOOD REASON WHY SALE SHOULD NOT BE APPROVED.  
EILTS

NOTE BY OCT: NOT PASSED DOD.

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